

RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

March 20, 1998

RJR Account #332400
Mr. F. Kowalski
KEYCO DISTRIBUTING

SALEM TEAR TAPE PROMOTION #800438: JUNE (#806)

Dear Frank:

SALEM .30¢ Tear Tape product has been ordered in reference to the above promotion. Ship number of cartons per brand style to your participating retail accounts as identified on the attached Customer List. No Displays are required, as retailers will utilize Displays they received with the April Salem Tear Tape distribution. This product is being shipped to you @ \$3.00/carton off-invoice.

RJR will reimburse you \$4.75 per 6M promoted case shipped to retail on a timely basis. This equates to **\$14.75 (3 (6M) case(s) @ \$4.75)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

PARTNERS 'BONUS' REPORTING DESCRIPTION

'SAL 98 .30/1 PK'

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610

/jc

cc: J. McLean
Enc. Retail Customer List

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

SAL-JUNE.DOC

51845 9461

JUNE DELIVERY
SALEM TEAR TAPE
KEYCO DISTRIBUTING

<u>UPC Code</u>	<u>SALEM BRAND STYLE</u>	<u>#/ (6M) Cases @ .30¢ Off</u>
12300-24194	Full Flavor	<u>1</u>
12300-24195	Full Flavor 100	<u>0</u>
12300-24196	Light	<u>1</u>
12300-24197	Light 100	<u>1</u>

*****UTILIZE ANY RESIDUAL BRAND STYLE QUANTITIES FROM MAY PRODUCT
DISTRIBUTION TO MEET JUNE DISTRIBUTION AS NEEDED*****

Product / Premium Arrival: **May 26, 1998**
Ship Date to Retail: **Week of: June 8, 1998**
EFT \$ Amount: **\$935.19**

JUNE Drive Period 806 / Promotion #800438

PROMOTION DESCRIPTION:

**SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAILER
AS INDICATED ON THE ATTACHED CUSTOMER LIST.**

**RETAILER WILL PLACE IN SALEM 40-PACK DISPLAY
WHICH WAS SHIPPED WITH APRIL PRODUCT DISTRIBUTION**

JUNE DELIVERY

51845 9462

WORKPLAN VAP TEMPLATE LISTING

APEN5882

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WHOLESALE : 332400 KEYCO DISTRIBUTORS, INC. <DIRECT>
TEMPLATE : 800438 80600 SAL 98 30/1 NO
SALES LEVEL : 16XXXX

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XXXX91 : 7E37 3E7S

TEMP	PLATE	TOTAL ACCOUNTS	11	TOTAL QUANTITY	33	12	34	18	97				
173806	173824	711846	FRACKVILLE NEWS	31 S LEHIGH ST	FRACKVILLE	PA	17931	4	1	3	4	12	25510
173806	173820	499689	Q STOP, INC.	R.D. #1	HAZLETON	PA	18201	2	2	2	1	5	332400
173804	173845	775531	FUN SHOP	103 W INDEPENDENC	SHAMOKIN	PA	17872	4	4	2	2	8	20055
162208	162220	875309	S&J GROCERY & DELI	48 ASHLEY ST	ASHLEY	PA	18706	4	1	6	2	13	
162208	162222	777376	COOLBAUGHS	RR 1 BOX 203	PITTSSTON	PA	18643	3	2	7	1	13	
162208	162224	775729	FINNS NEWS AGENCY	96 MAIN ST	BLOOMSBURG	PA	17815	1	1	2	2	1	
162208	162222	185382	BONANZA BEVERAGE	MEMORIAL HIGHWAY	DALLAS	PA	18612	3	1	2	2	8	
162208	162222	185382	MIDWAY BEVERAGE	MIDWAY S C	WYOMING	PA	18644	3	2	2	2	9	
162208	162220	185371	MALTBY DRUG	668 MAIN ST	SMOYERSVILL	PA	18704	1	1	1	1	4	
162208	162220	185099	COOKS STORE	22 LEHMAN CENTER	LEHMAN	PA	18627	3	2	5	2	12	
162208	162224	182302	HESS MARKET	ROUTE 487	ORANGEVILLE	PA	17859	5	2	4	1	12	29160
TEMP	PLATE	TOTAL ACCOUNTS	11	TOTAL QUANTITY	33	12	34	18	97				
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